

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	27	27	+/-	56	55	+1.8%
New Listing Volume	\$10,634,119	\$6,773,900	+57%	\$16,340,419	\$12,937,100	+26.3%
Active Listing Count	228	307	-25.7%	N/A	N/A	
Active Listing Volume	\$62,844,216	\$83,514,104	-24.8%	N/A	N/A	
Average Listing Price	\$275,633	\$272,033	+1.3%	\$267,662	\$270,719	-1.1%
Median Listing Price	\$199,000	\$225,000	-11.6%	\$198,744	\$221,924	-10.4%
Median Days in RPR	216	246	-12.2%	209.02	236.02	-11.4%
Months of Inventory	11.4	13.3	-14.6%	8.8	25.2	-65%
Absorption Rate	8.77%	7.49%	+1.3%	11.32%	3.97%	+7.4%
Sales Activity Charts Metrics						
New Pending Sales Count	29	21	+38.1%	50	42	+19%
New Pending Sales Volume	\$6,159,620	\$3,165,000	+94.6%	\$9,205,658	\$6,743,600	+36.5%
Pending Sales Count	36	25	+44%	N/A	N/A	
Pending Sales Volume	\$8,130,759	\$4,311,700	+88.6%	N/A	N/A	
Closed Sales Count	23	30	-23.3%	43	53	-18.9%
Closed Sales Volume	\$3,743,100	\$4,928,450	-24.1%	\$7,019,929	\$8,309,688	-15.5%
Average Sales Price	\$162,743	\$164,282	-0.9%	\$163,254	\$156,787	+4.1%
Median Sales Price	\$148,000	\$132,800	+11.4%	\$141,488	\$129,849	+9%

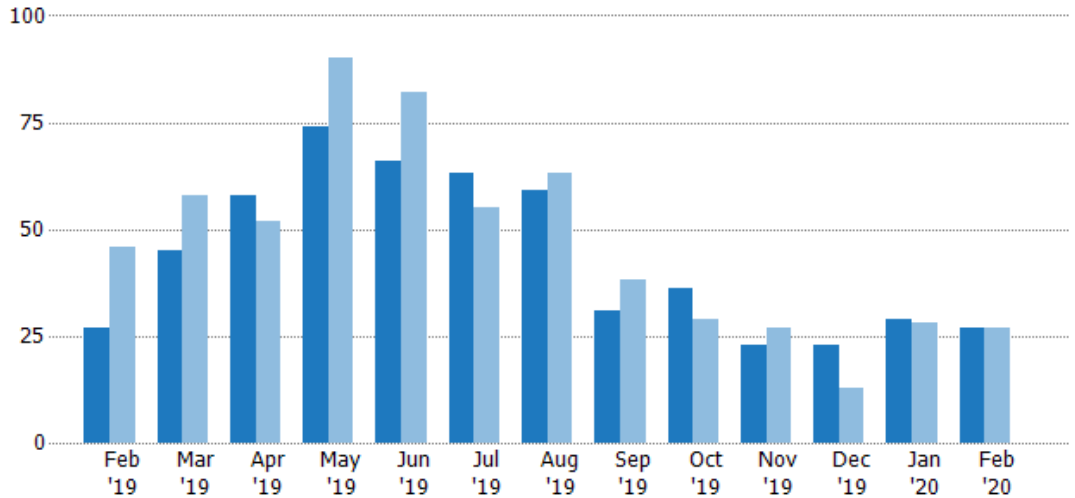
New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '20	27	0%
Feb '19	27	-41.3%
Feb '18	46	-39.1%



Current Year	27	45	58	74	66	63	59	31	36	23	23	29	27
Prior Year	46	58	52	90	82	55	63	38	29	27	13	28	27
Percent Change from Prior Year	-41%	-22%	12%	-18%	-20%	15%	-6%	-18%	24%	-15%	77%	4%	0%

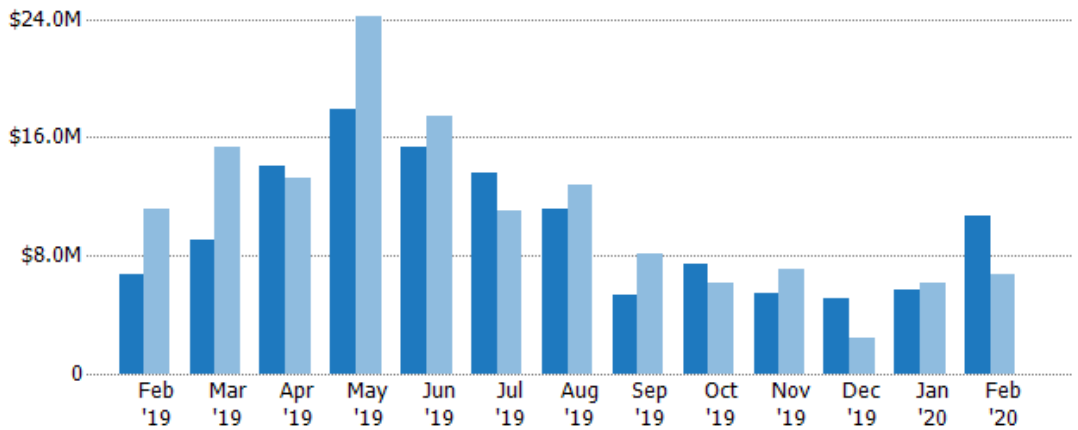
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$10.6M	57%
Feb '19	\$6.77M	-39.1%
Feb '18	\$11.1M	-48.3%



Current Year	\$6.77M	\$9.01M	\$14.1M	\$17.9M	\$15.3M	\$13.6M	\$11.2M	\$5.35M	\$7.42M	\$5.41M	\$5.1M	\$5.71M	\$10.6M
Prior Year	\$11.1M	\$15.4M	\$13.2M	\$24.2M	\$17.4M	\$11.1M	\$12.8M	\$8.18M	\$6.13M	\$7.1M	\$2.44M	\$6.16M	\$6.77M
Percent Change from Prior Year	-39%	-41%	7%	-26%	-12%	23%	-13%	-35%	21%	-24%	109%	-7%	57%

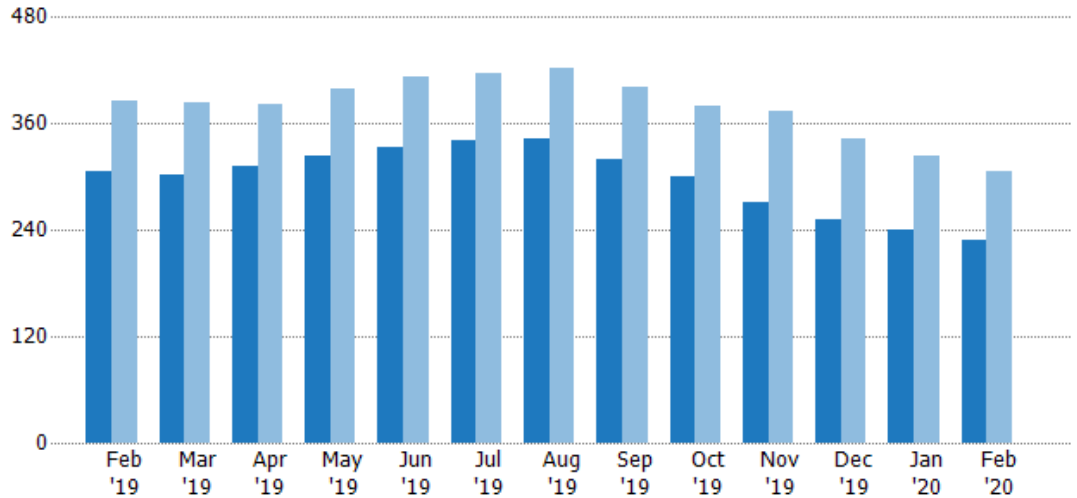
Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '20	228	-25.7%
Feb '19	307	-20.3%
Feb '18	385	-15.6%



Current Year	307	302	312	323	333	341	343	319	300	272	252	240	228
Prior Year	385	384	382	400	413	417	423	401	379	373	343	323	307
Percent Change from Prior Year	-20%	-21%	-18%	-19%	-19%	-18%	-19%	-20%	-21%	-27%	-27%	-26%	-26%

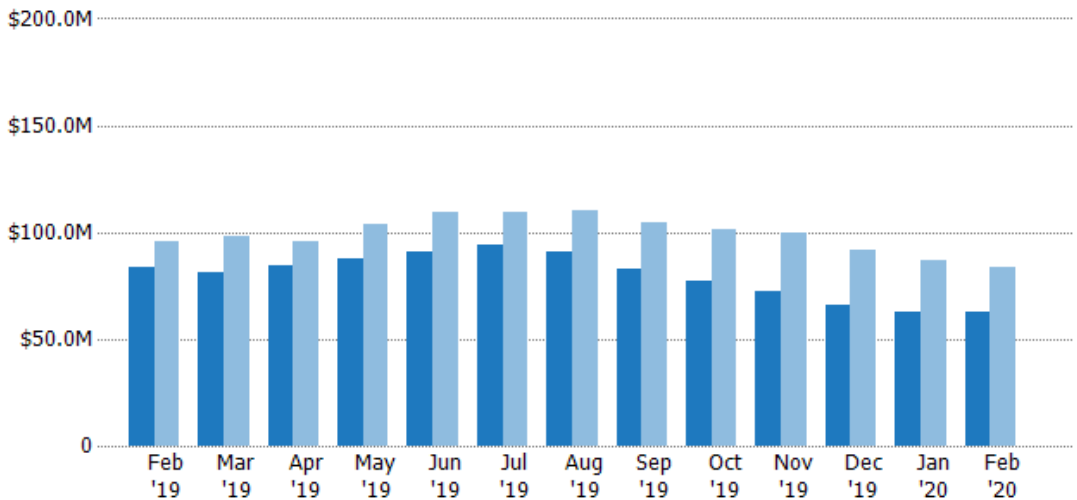
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$62.8M	-24.8%
Feb '19	\$83.5M	-12.8%
Feb '18	\$95.8M	-14.9%



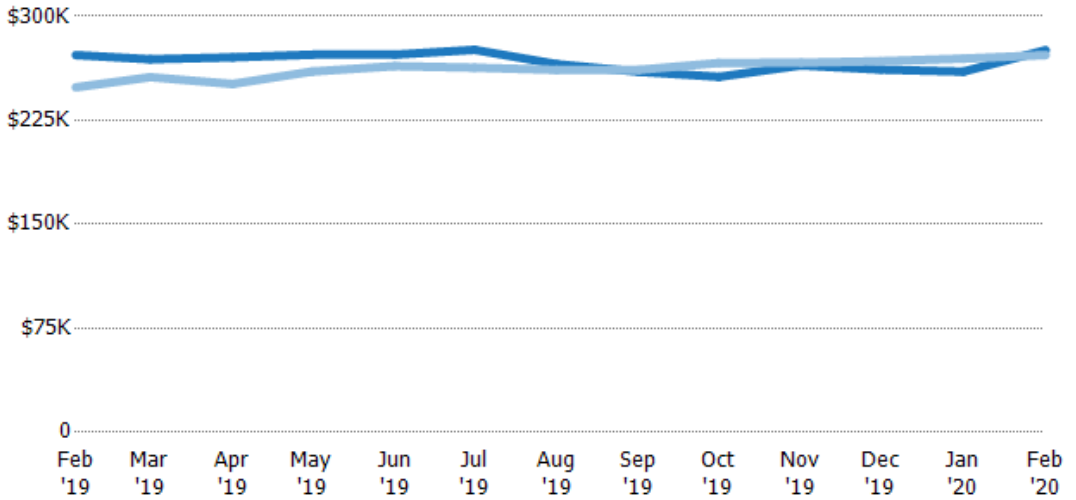
Current Year	\$83.5M	\$81.2M	\$84.4M	\$88M	\$90.7M	\$94.1M	\$91.1M	\$82.9M	\$76.9M	\$72M	\$65.9M	\$62.4M	\$62.8M
Prior Year	\$95.8M	\$98.3M	\$96M	\$104M	\$109M	\$110M	\$111M	\$105M	\$101M	\$99.4M	\$91.8M	\$87M	\$83.5M
Percent Change from Prior Year	-13%	-17%	-12%	-15%	-17%	-14%	-18%	-21%	-24%	-28%	-28%	-28%	-25%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



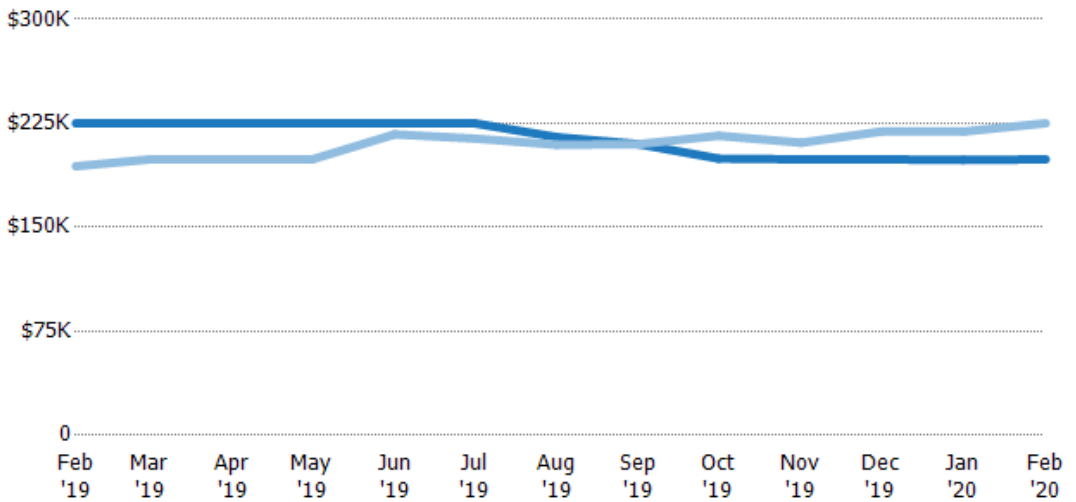
Current Year	\$272K	\$269K	\$270K	\$272K	\$272K	\$276K	\$265K	\$260K	\$256K	\$265K	\$262K	\$260K	\$276K
Prior Year	\$249K	\$256K	\$251K	\$260K	\$264K	\$263K	\$261K	\$261K	\$266K	\$267K	\$268K	\$269K	\$272K
Percent Change from Prior Year	9%	5%	8%	5%	3%	5%	2%	-1%	-4%	-1%	-2%	-3%	1%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



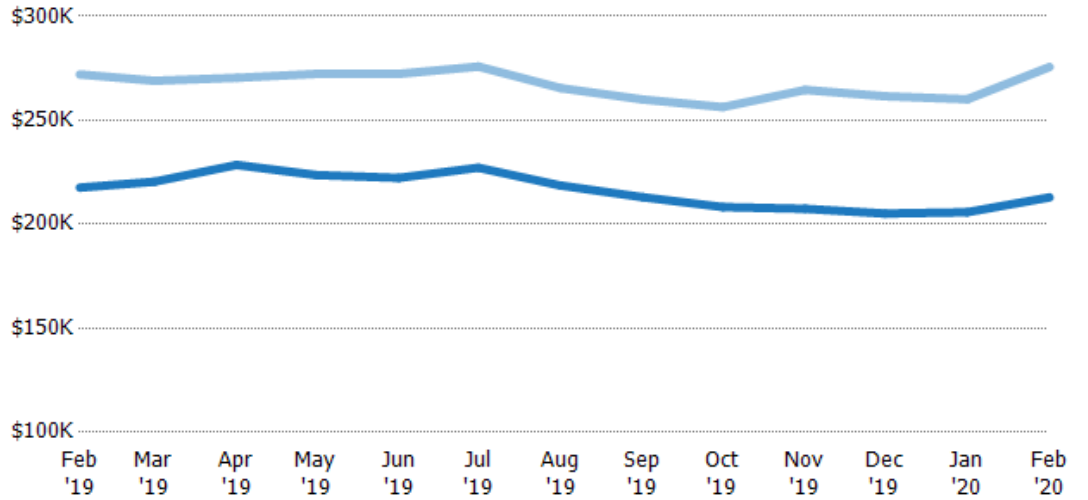
Current Year	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$215K	\$210K	\$200K	\$199K	\$199K	\$199K	\$199K
Prior Year	\$194K	\$199K	\$199K	\$199K	\$217K	\$214K	\$210K	\$210K	\$216K	\$211K	\$219K	\$219K	\$225K
Percent Change from Prior Year	16%	13%	13%	13%	4%	5%	3%	0%	-8%	-6%	-9%	-9%	-12%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



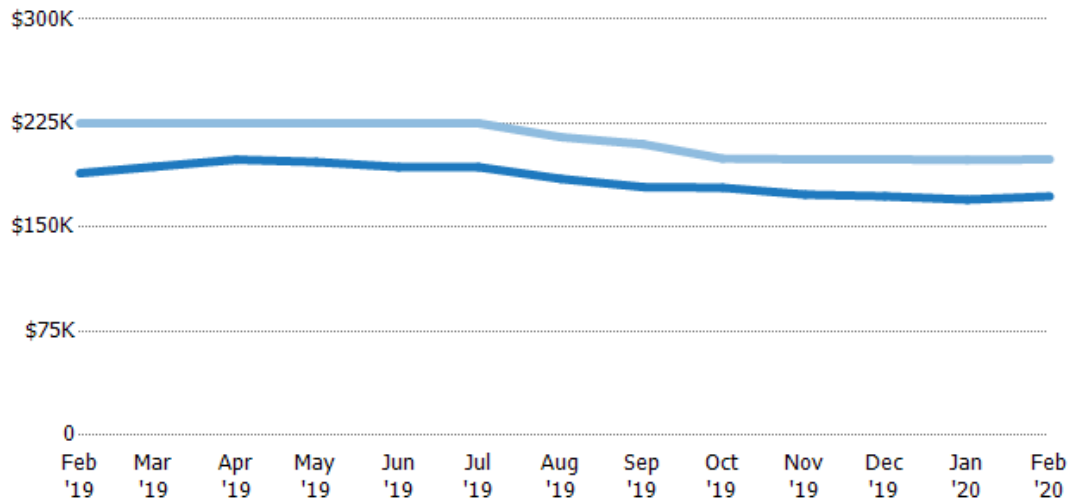
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$218K	\$220K	\$229K	\$224K	\$222K	\$227K	\$219K	\$213K	\$208K	\$207K	\$205K	\$206K	\$213K
Avg Listing Price	\$272K	\$269K	\$270K	\$272K	\$272K	\$276K	\$265K	\$260K	\$256K	\$265K	\$262K	\$260K	\$276K
Avg Listing Price as a % of Avg Est Value	125%	122%	118%	122%	122%	121%	121%	122%	123%	128%	127%	126%	129%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



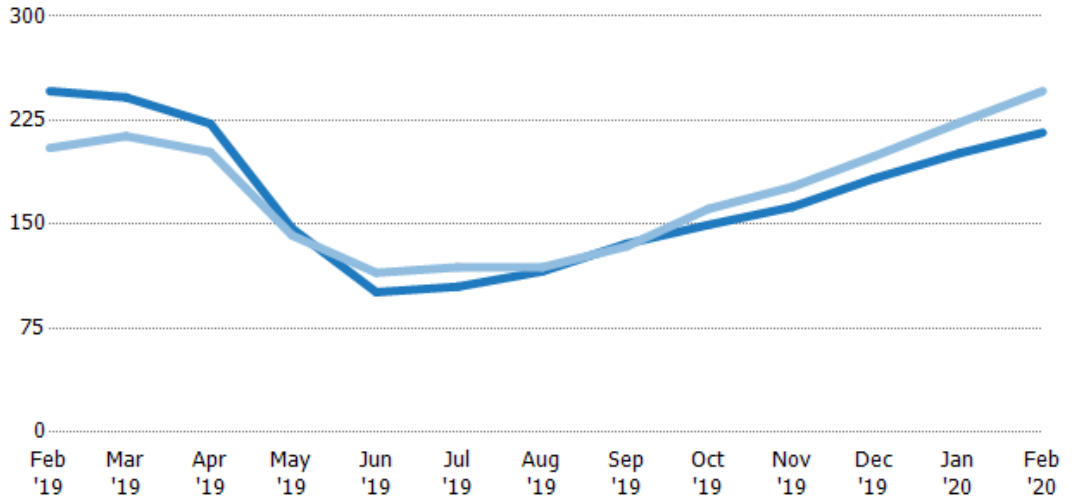
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$189K	\$194K	\$199K	\$197K	\$193K	\$193K	\$185K	\$179K	\$179K	\$174K	\$172K	\$170K	\$172K
Median Listing Price	\$225K	\$225K	\$225K	\$225K	\$225K	\$225K	\$215K	\$210K	\$200K	\$199K	\$199K	\$199K	\$199K
Med Listing Price as a % of Med Est Value	119%	116%	113%	114%	116%	116%	116%	117%	112%	115%	115%	117%	116%

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Days	% Chg.
Feb '20	216	-12.2%
Feb '19	246	20%
Feb '18	205	2%

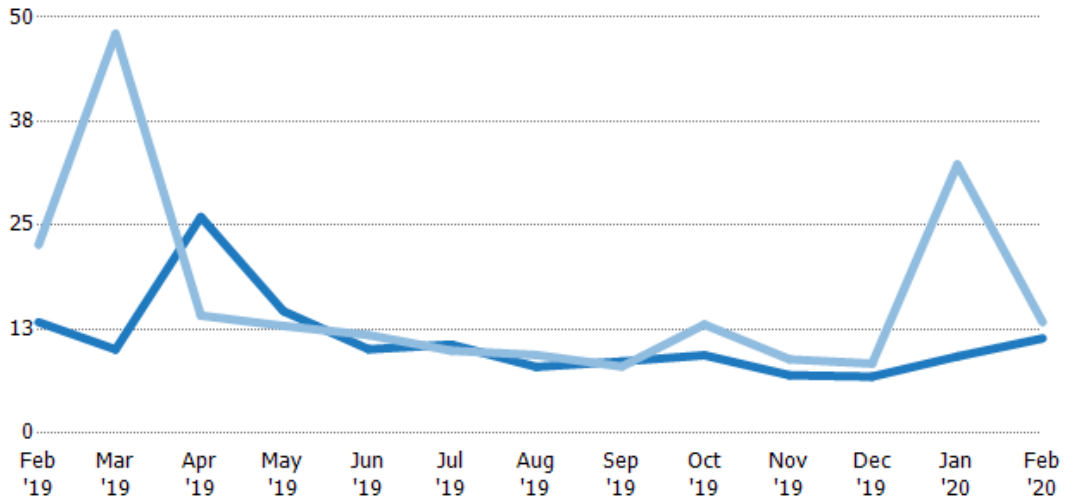
Current Year	246	242	223	147	101	105	116	136	150	163	183	201	216
Prior Year	205	214	202	142	115	119	119	134	161	177	199	223	246
Percent Change from Prior Year	20%	13%	10%	4%	-12%	-12%	-3%	1%	-7%	-8%	-8%	-10%	-12%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Months	% Chg.
Feb '20	11.4	-14.6%
Feb '19	13.3	-41.1%
Feb '18	22.6	19.6%

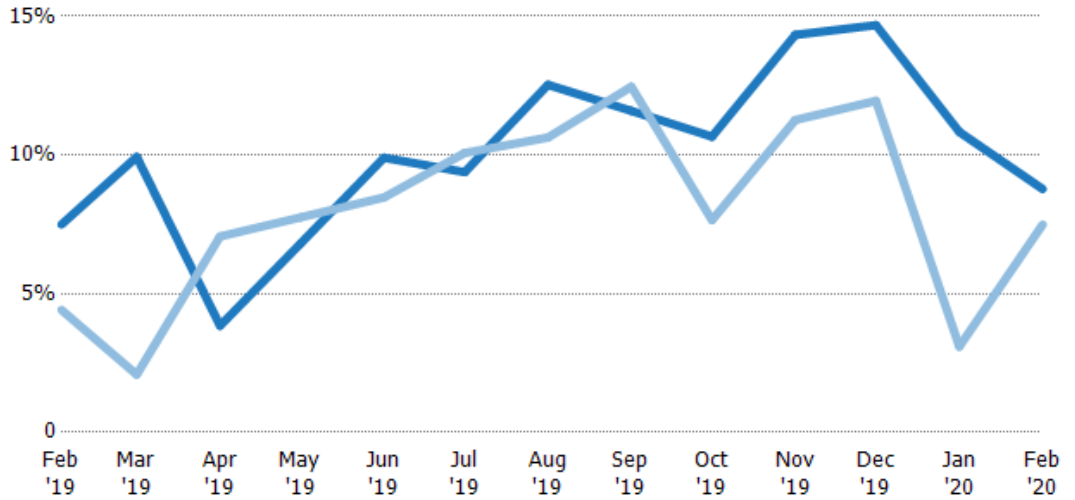
Current Year	13.3	10.1	26	14.7	10.1	10.7	7.98	8.62	9.38	6.97	6.81	9.23	11.4
Prior Year	22.6	48	14.1	12.9	11.8	9.93	9.4	8.02	13.1	8.88	8.37	32.3	13.3
Percent Change from Prior Year	-41%	-79%	84%	14%	-14%	7%	-15%	8%	-28%	-21%	-19%	-71%	-15%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Rate	Chg.
Feb '20	9%	-1.3%
Feb '19	7%	-3.1%
Feb '18	4%	-16.3%

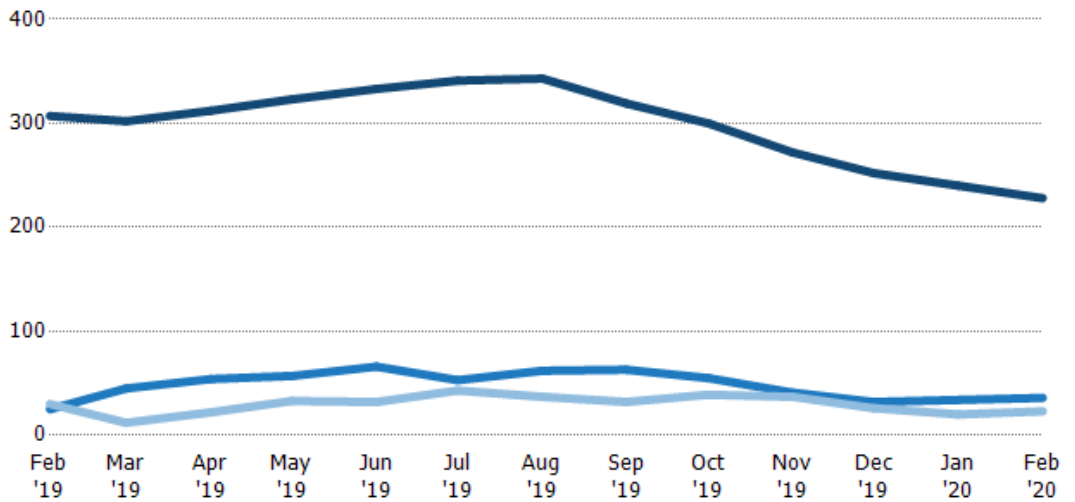
Current Year	7%	10%	4%	7%	10%	9%	13%	12%	11%	14%	15%	11%	9%
Prior Year	4%	2%	7%	8%	8%	10%	11%	12%	8%	11%	12%	3%	7%
Change from Prior Year	-3%	-8%	3%	1%	-1%	1%	-2%	1%	-3%	-3%	-3%	-8%	-1%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



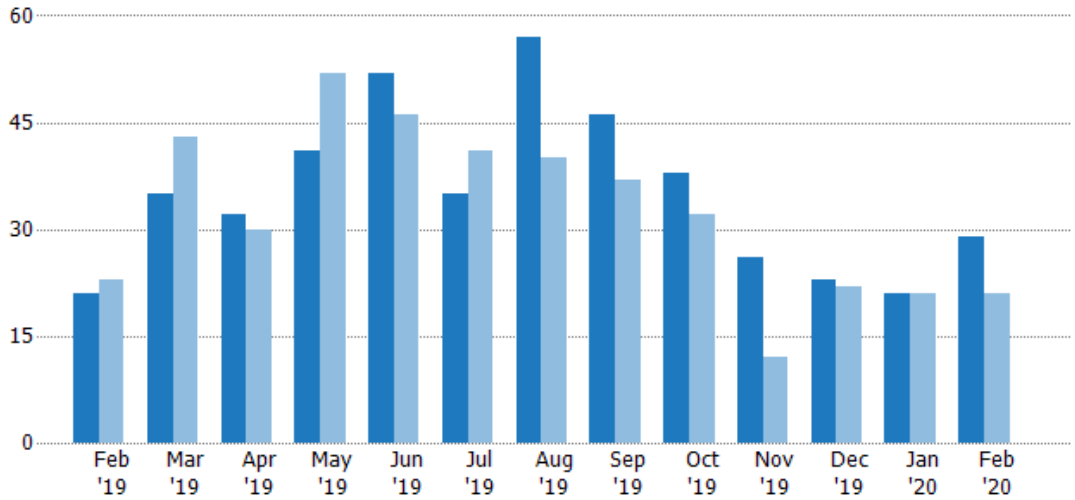
Active	307	302	312	323	333	341	343	319	300	272	252	240	228
Pending	25	45	54	57	66	53	62	63	55	41	32	34	36
Sold	30	12	22	33	32	43	37	32	39	37	26	20	23

New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



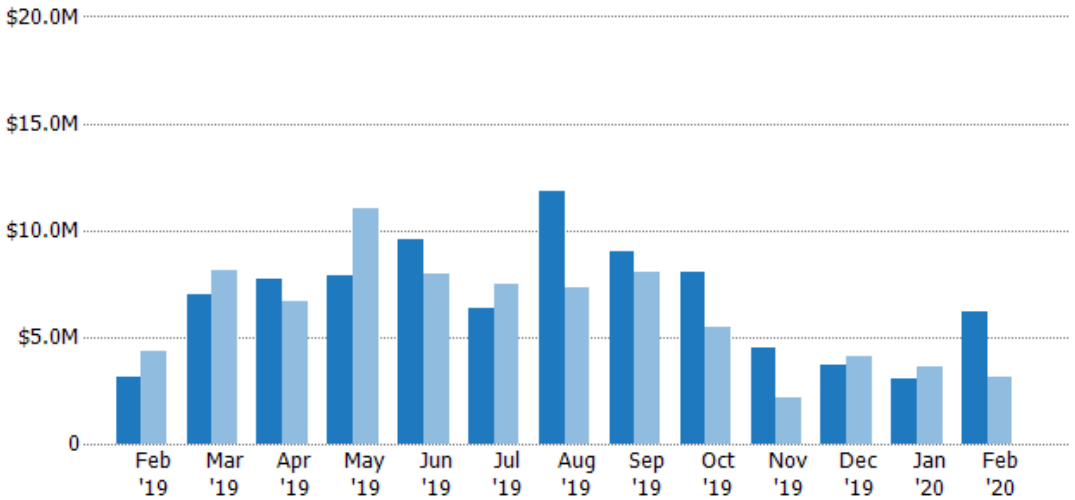
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	21	35	32	41	52	35	57	46	38	26	23	21	29
Prior Year	23	43	30	52	46	41	40	37	32	12	22	21	21
Percent Change from Prior Year	-9%	-19%	7%	-21%	13%	-15%	43%	24%	19%	117%	5%	0%	38%

New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$3.17M	\$7.02M	\$7.73M	\$7.91M	\$9.54M	\$6.32M	\$11.8M	\$8.98M	\$8.07M	\$4.52M	\$3.67M	\$3.05M	\$6.16M
Prior Year	\$4.37M	\$8.09M	\$6.69M	\$11M	\$7.92M	\$7.44M	\$7.31M	\$8.03M	\$5.5M	\$2.15M	\$4.07M	\$3.58M	\$3.17M
Percent Change from Prior Year	-28%	-13%	16%	-28%	20%	-15%	62%	12%	47%	110%	-10%	-15%	95%

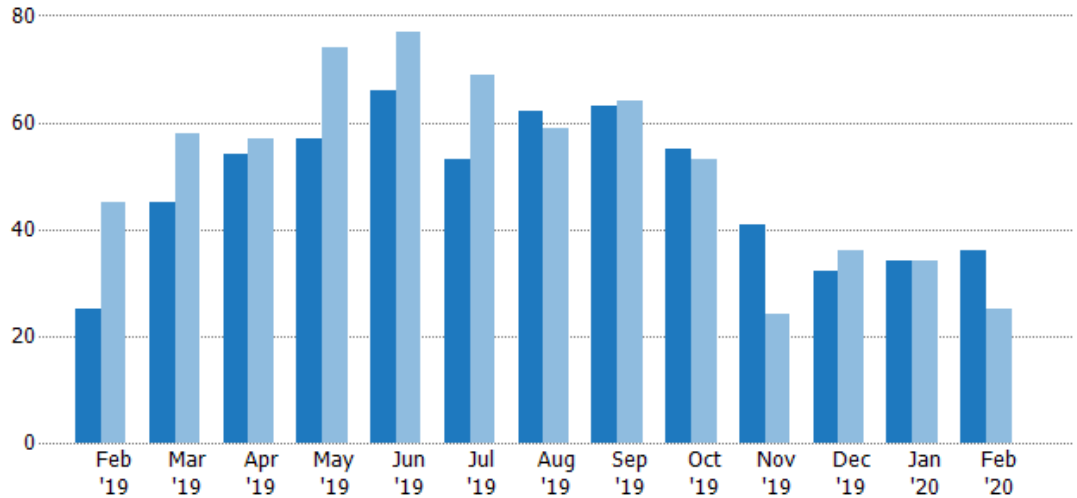
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Count	% Chg.
Feb '20	36	44%
Feb '19	25	-44.4%
Feb '18	45	-17.8%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	25	45	54	57	66	53	62	63	55	41	32	34	36
Prior Year	45	58	57	74	77	69	59	64	53	24	36	34	25
Percent Change from Prior Year	-44%	-22%	-5%	-23%	-14%	-23%	5%	-2%	4%	71%	-11%	0%	44%

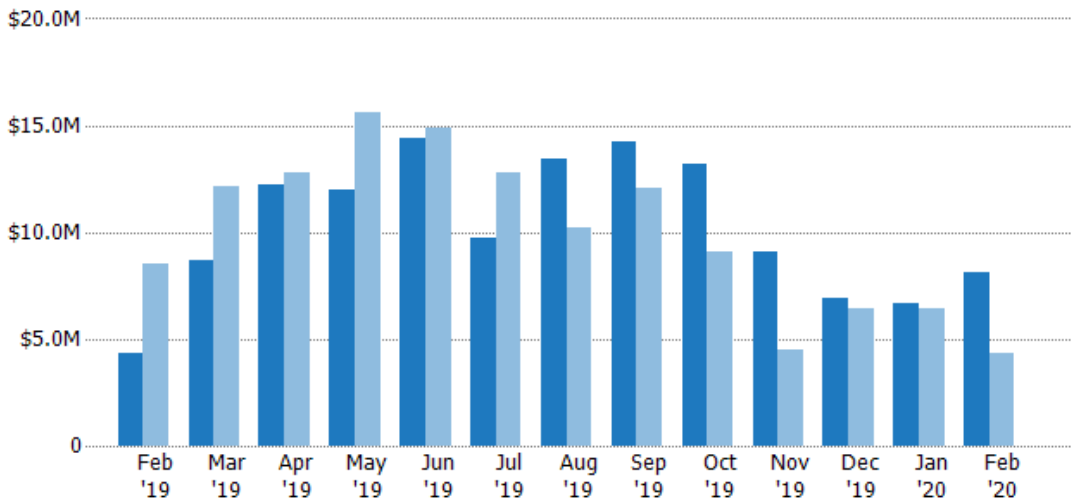
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Volume	% Chg.
Feb '20	\$8.13M	88.6%
Feb '19	\$4.31M	-49.4%
Feb '18	\$8.52M	-22.9%



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$4.31M	\$8.69M	\$12.2M	\$12M	\$14.4M	\$9.72M	\$13.4M	\$14.3M	\$13.2M	\$9.12M	\$6.93M	\$6.7M	\$8.13M
Prior Year	\$8.52M	\$12.1M	\$12.8M	\$15.6M	\$14.9M	\$12.8M	\$10.2M	\$12M	\$9.09M	\$4.52M	\$6.46M	\$6.46M	\$4.31M
Percent Change from Prior Year	-49%	-28%	-4%	-23%	-3%	-24%	32%	19%	45%	102%	7%	4%	89%

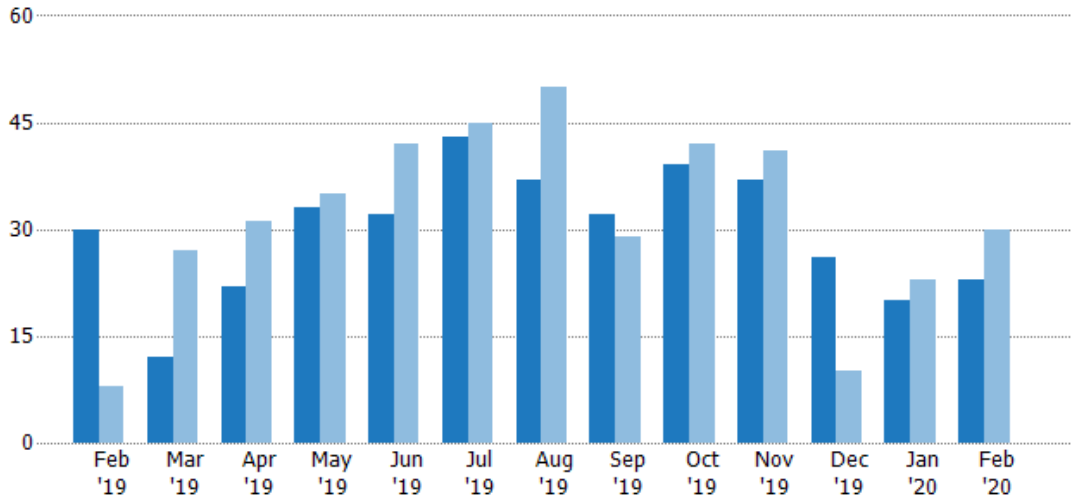
Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Count	% Chg.
Feb '20	23	-23.3%
Feb '19	30	275%
Feb '18	8	62.5%



Current Year	30	12	22	33	32	43	37	32	39	37	26	20	23
Prior Year	8	27	31	35	42	45	50	29	42	41	10	23	30
Percent Change from Prior Year	275%	-56%	-29%	-6%	-24%	-4%	-26%	10%	-7%	-10%	160%	-13%	-23%

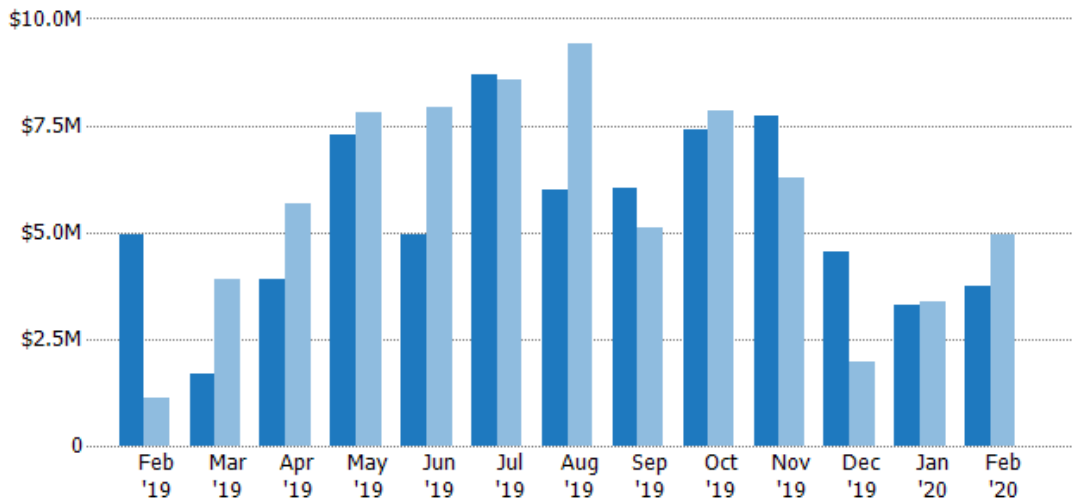
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/Year	Volume	% Chg.
Feb '20	\$3.74M	-24.1%
Feb '19	\$4.93M	337.8%
Feb '18	\$1.13M	111.7%



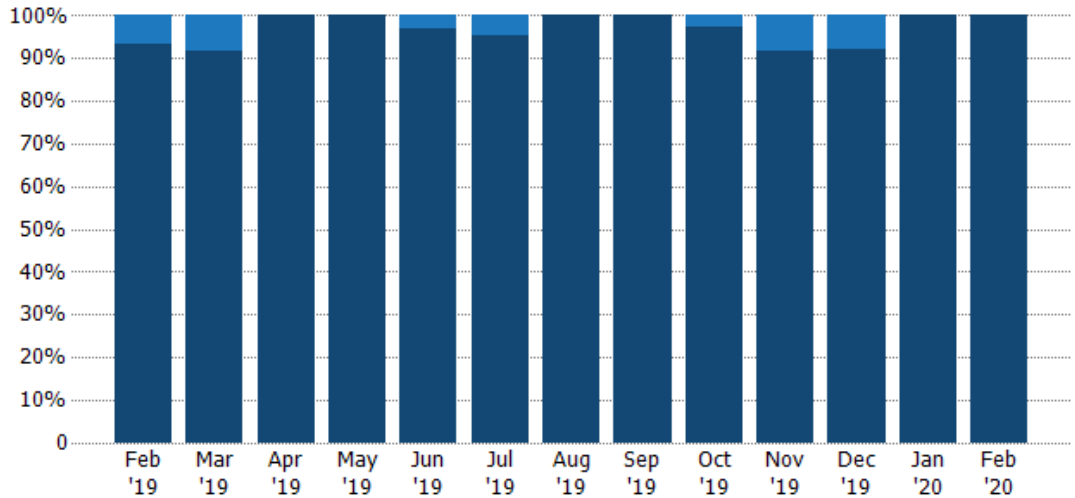
Current Year	\$4.93M	\$1.7M	\$3.91M	\$7.3M	\$4.93M	\$8.67M	\$5.99M	\$6.02M	\$7.39M	\$7.73M	\$4.53M	\$3.28M	\$3.74M
Prior Year	\$1.13M	\$3.88M	\$5.69M	\$7.82M	\$7.94M	\$8.58M	\$9.41M	\$5.11M	\$7.83M	\$6.28M	\$1.95M	\$3.38M	\$4.93M
Percent Change from Prior Year	338%	-56%	-31%	-7%	-38%	1%	-36%	18%	-6%	23%	132%	-3%	-24%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



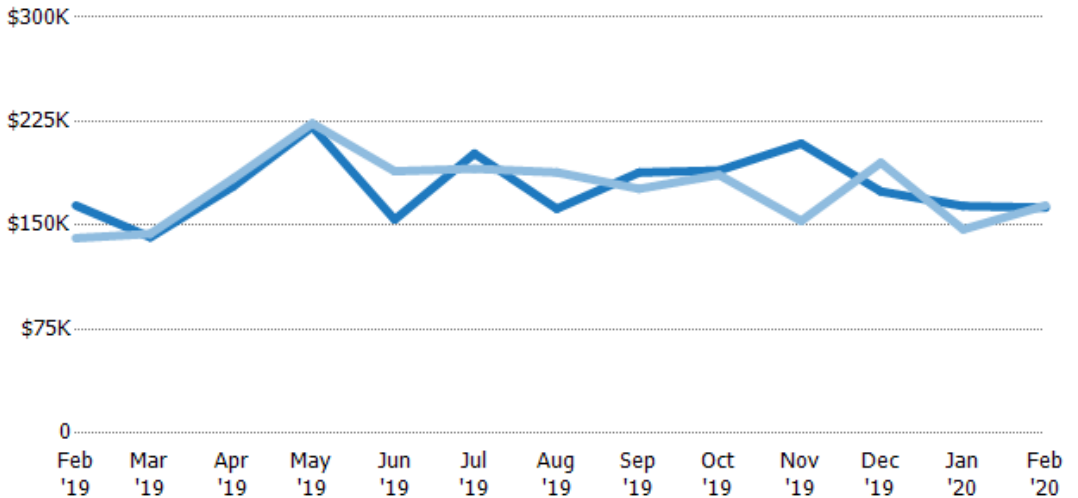
Condo/Townhouse	7%	8%	-	-	3%	5%	-	-	3%	8%	8%	-	-
Single Family Residence	93%	92%	100%	100%	97%	95%	100%	100%	97%	92%	92%	100%	100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



Month/Year	Price	% Chg.
Feb '20	\$163K	-0.9%
Feb '19	\$164K	16.7%
Feb '18	\$141K	30.3%

Current Year	\$164K	\$141K	\$178K	\$221K	\$154K	\$202K	\$162K	\$188K	\$189K	\$209K	\$174K	\$164K	\$163K
Prior Year	\$141K	\$144K	\$183K	\$223K	\$189K	\$191K	\$188K	\$176K	\$186K	\$153K	\$195K	\$147K	\$164K
Percent Change from Prior Year	17%	-2%	-3%	-1%	-18%	6%	-14%	7%	2%	36%	-11%	11%	-1%

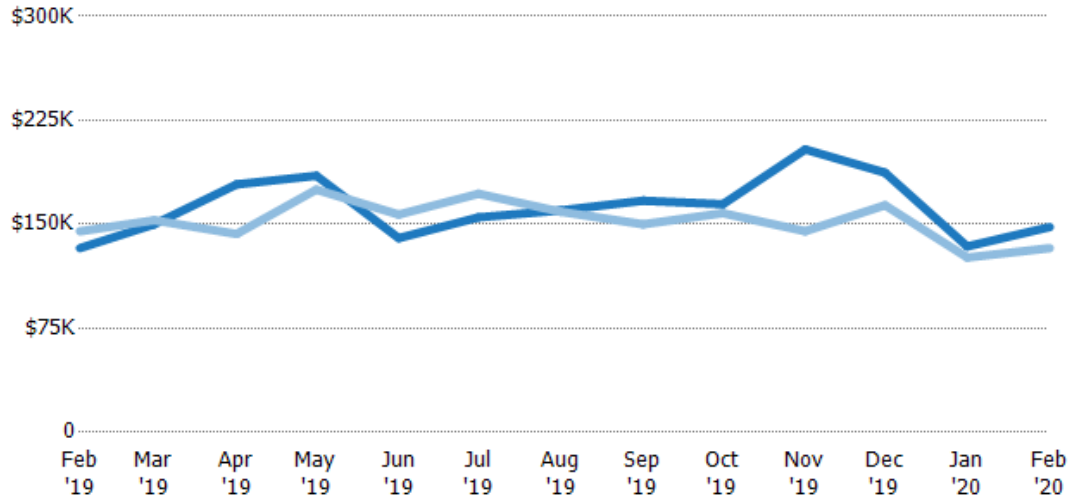
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence

Month/ Year	Price	% Chg.
Feb '20	\$148K	11.4%
Feb '19	\$133K	-8.4%
Feb '18	\$145K	-20.7%



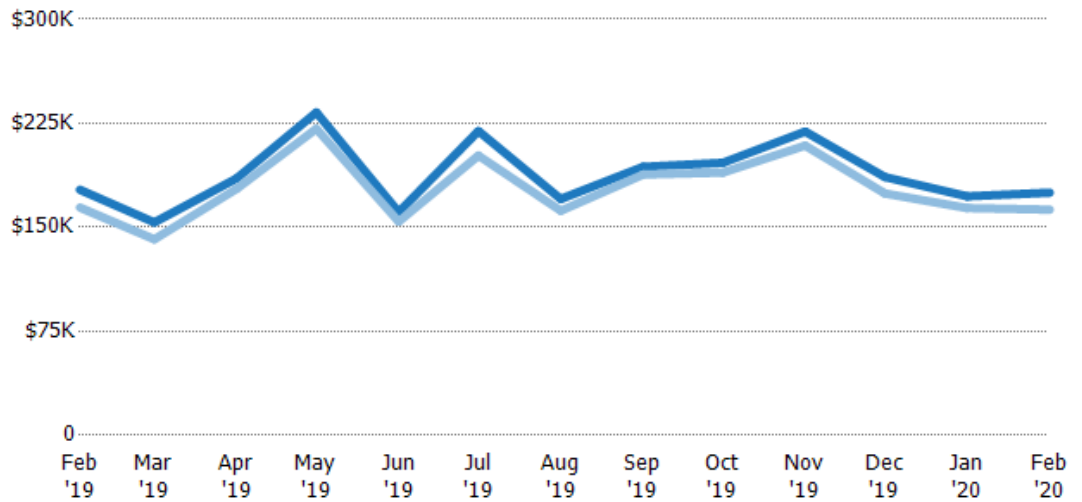
Current Year	\$133K	\$150K	\$179K	\$185K	\$140K	\$155K	\$160K	\$167K	\$165K	\$204K	\$187K	\$134K	\$148K
Prior Year	\$145K	\$153K	\$143K	\$175K	\$157K	\$172K	\$159K	\$150K	\$158K	\$145K	\$164K	\$126K	\$133K
Percent Change from Prior Year	-8%	-2%	25%	6%	-11%	-10%	1%	11%	4%	41%	14%	6%	11%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



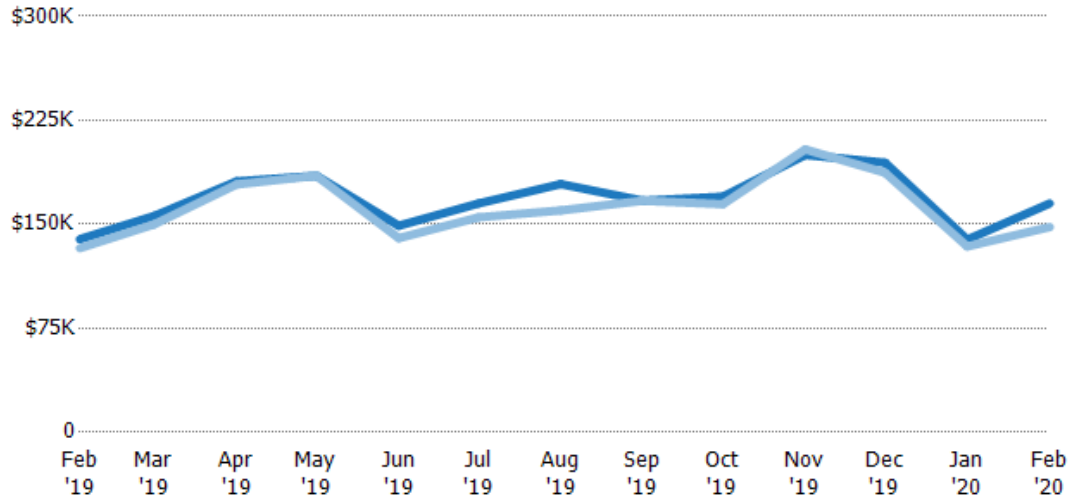
Avg List Price	\$177K	\$154K	\$185K	\$233K	\$161K	\$219K	\$170K	\$194K	\$197K	\$219K	\$186K	\$172K	\$175K
Avg Sales Price	\$164K	\$141K	\$178K	\$221K	\$154K	\$202K	\$162K	\$188K	\$189K	\$209K	\$174K	\$164K	\$163K
Avg Sales Price as a % of Avg List Price	93%	92%	96%	95%	96%	92%	95%	97%	96%	95%	94%	95%	93%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



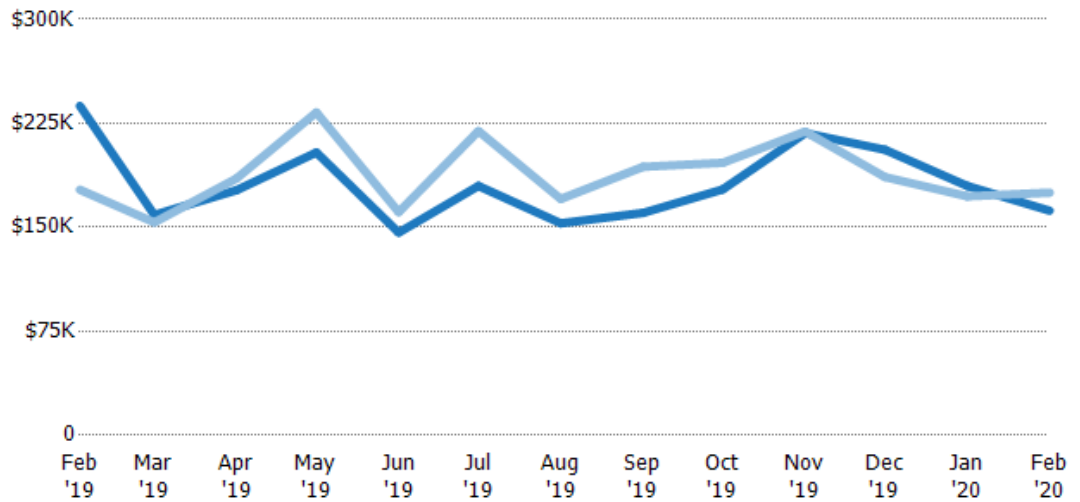
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median List Price	\$139K	\$156K	\$181K	\$185K	\$149K	\$165K	\$179K	\$167K	\$170K	\$200K	\$194K	\$139K	\$165K
Median Sales Price	\$133K	\$150K	\$179K	\$185K	\$140K	\$155K	\$160K	\$167K	\$165K	\$204K	\$187K	\$134K	\$148K
Med Sales Price as a % of Med List Price	95%	96%	99%	100%	94%	94%	89%	100%	97%	102%	96%	96%	90%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



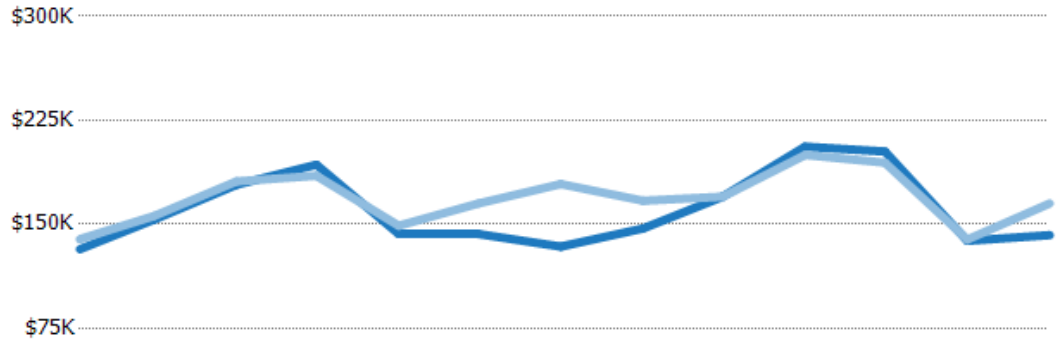
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$238K	\$159K	\$177K	\$204K	\$146K	\$180K	\$153K	\$160K	\$177K	\$218K	\$206K	\$180K	\$162K
Avg Sales Price	\$177K	\$154K	\$185K	\$233K	\$161K	\$219K	\$170K	\$194K	\$197K	\$219K	\$186K	\$172K	\$175K
Avg Sales Price as a % of Avg Est Value	75%	97%	105%	114%	110%	122%	111%	121%	111%	100%	90%	96%	108%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Orleans County, Vermont
 Property Type:
 Condo/Townhouse/Apt, Single
 Family Residence



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Median Est Value	\$132K	\$153K	\$178K	\$193K	\$143K	\$143K	\$134K	\$147K	\$170K	\$206K	\$202K	\$138K	\$142K
Median Sales Price	\$139K	\$156K	\$181K	\$185K	\$149K	\$165K	\$179K	\$167K	\$170K	\$200K	\$194K	\$139K	\$165K
Med Sales Price as a % of Med Est Value	105%	102%	101%	96%	104%	115%	134%	114%	100%	97%	96%	101%	116%